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Requirements
Office Memorandum • UNITED STATES GOVERNMENT

TO : Chief, Information Requirements Staff, ORR
ATTN : [REDACTED] 25X1A9a
THRU : Chief, Services Division
FROM : Chief, Trade Branch

DATE: 4 September 1957

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SUBJECT: Requirements for [REDACTED]

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Background

During the Bogota Fair last Fall both Czechoslovakia and East Germany, through their elaborate exhibits, made a strong bid for expanded commercial relations with Colombia. At that time the local Colombian press carried numerous reports of Czech offers to purchase large quantities of Colombian products (specifically coffee) and in return to sell heavy industrial equipment including complete industrial installations to Colombia. The most prominent of these was an offer to construct a large factory to manufacture the Skoda line of automobiles, tractors and trucks. The equipment and technical assistance for this factory were to be supplied by the Czechs on credit terms. This offer apparently did not materialize.

In January 1957, the semiofficial Colombian Coffee Federation and a Czech trading firm signed a one-year trade agreement involving the exchange of Colombian coffee for Czech agricultural and industrial equipment of unspecified value. It is estimated that the value of the coffee to be exchanged will be about \$2 million.

Requirements

Any information on the following questions would be of particular interest.

1. Do recent Czech offers of industrial installations represent serious offers or are they simply propaganda gestures?
2. Are any Czech offers of industrial installations being considered by Colombia? Which ones? What is the status of the Skoda factory offer?
3. Have long-term credits been offered in connection with Czech offers? What terms?
4. Are Czech goods well received in Colombia? Are Czech prices competitive? High? Low?
5. Are the Czechs interested in increasing their purchases of Colombian coffee? At what prices?

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